Since 1997, over 30,000 representatives of industrial, commercial and institutional (ICI) organizations have enrolled in the Dollars to Sense energy management (EM) workshops. In 2016, the D2S training material has been expanded and completely remodeled and updated. The material is now presented in 30 modules, which can easily be used as building blocks for organizations that have limited resources or that wish to focus on specific topics.

- **Module 1 – Strategic Energy Management (2.5 hrs)**: This module explains the benefits of energy management using a strategic approach.
- **Module 2 – Management Systems for Energy (3 hrs)**: This module describes the benefits of an Energy Management System (EnMS), the key elements of ISO 50001, as well as the tools and resources that are available.
- **Module 3 – Benchmarking with Portfolio Manager (2.5 hrs)**: This module explores the principles of energy performance benchmarking, introduces the key features of Portfolio Manager, and demonstrates the value of benchmarking in building a business case for energy management.
- **Module 4 – Behaviour Change (2.5 hrs)**: This module explains the importance of behaviour change as a tool in energy management within an organization, and describes a systematic approach to achieving behaviour change.
- **Module 5 – Financial Analysis of Energy Savings (3 hrs)**: This module identifies and explains key terms for financial analysis of energy savings, describes the inputs and outputs of a cash flow analysis, and describes the methods of a basic financial analysis.
- **Module 6 – Business Case for Energy Savings (2 hrs)**: This module evaluates an organization’s project selection decision making process, provides an approach to create a business case, and identifies key elements of an effective energy project “pitch” to a financial decision maker.
- **Module 7 – Alternative Financing Approaches (2 hrs)**: This module provides various financing methods used to fund energy projects, such as Energy Performance Contracting and the role of Energy Service Companies.
- **Module 8 – Energy Fundamentals (2.5 hrs)**: This module describes the basic principles of energy, how to manipulate units of measure and helps to understand power and energy terms.
- **Module 9 – Energy Rates (2 hrs)**: This module describes the different charges that apply to energy consumption and demand, and explains the incremental cost of electricity and thermal energy.

**Dollars to Sense Workshops in Numbers**
- 2 languages (English and French)
- 6 standard workshops
- 15 years of delivery
- 29 accredited trainers
- 30 training modules

**Logistics**
- **Regular public fee**: USD 575/pers/day
- **Base on-site fee**: USD 5,995+/day
- **CEUs**: 0.7/day
- **Locations**: Can be offered anywhere

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Dollars to Sense
Energy Management Workshops

- **Module 10 – Seven Steps to Saving Energy (2.5 hrs):** This module describes a principles-based methodology to spot energy savings opportunities and to apply the 7 steps to determine the order of implementation of opportunities.

- **Module 11 – Tools for Energy Audits (2 hrs):** This module lists and describes the various tools that support an energy audit and how to use these tools to help identify opportunities for energy reduction.

- **Module 12 – Energy Saving Calculations (3 hrs):** This module explains the importance of various tools used when calculating energy savings and how to apply them.

- **Module 13 – Motors, Fans, Pumps Savings & VSDs (3 hrs):** This module describes a method to assess savings opportunities in motor driven systems, identifies common opportunities and the savings calculation required for speed control.

- **Module 14 – Heating System Savings (2.5 hrs):** This module describes the basics of combustion and different types of boilers, how to maximize the efficiency of a condensing boiler, and identifies improvement opportunities and best practices for optimum performance.

- **Module 15 – Cooling Systems Savings (2.5 hrs):** This module describes the key components of mechanical cooling and refrigeration systems, how the systems operate, and how to identify energy saving opportunities for cooling systems.

- **Module 16 – Lighting System Savings (3 hrs):** This module explains lighting systems terminology, describes the various components of an effective lighting system and how they interact, and identifies conservation and efficiency.

- **Module 17 – Building Envelope Savings (2.5 hrs):** This module describes the mechanisms for heat loss through building envelope, identifies tools and methods to assess opportunities for improvements, and describes building envelope energy savings opportunities.

- **Module 18 – Compressed Air (2.5 hrs):** This module describes the high cost of compressed air compared to other systems, and identifies saving opportunities in compressed air systems.

- **Module 19 – Heat Recovery (2.5 hrs):** This module describes the various types of heat recovery and how heat recovery can be a saving opportunity.

- **Module 20 – Renewable Energy (2.5 hrs):** This module identifies where renewable energy is appropriate, the major sources of renewable energy (RE), and the tools used to estimate savings potential for RE systems.

- **Module 21 – RCx Basics (2 hrs):** This module describes what makes RCx a unique activity, explains the operational and business benefits of RCx, and describes common RCx opportunities.

30 Modules that Can Be Adapted to Meet your Training Needs:
The complete Dollars to Sense training material is divided into 30 individual training modules for easy reorganization or adaptation to your organization’s training needs. This allows us to provide you with exactly the training your team, members or clients need!

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Target Clientele
- Accountant/controllers
- Building managers
- Contractors/consultants in energy management
- Control technicians and building automation supervisors
- Directors/chefs of engineering
- Electrical/mechanical tradespeople
- Energy champions/energy managers
- Energy service providers
- Facility managers
- Financial operations managers
- Maintenance managers/supervisors
- Operations and maintenance staff
- Plant/process engineers/managers
- Property/facility management firms
- Senior managers and executives

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